

Gregory P. Dugan

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MANAGEMENT PROFESSIONAL

**Professional Target: Operations Management, General Management,
Marketing Manager, Business Development Director**

Versatile management professional with a passion for management, business development and cost reduction. Known for problem solving, business networking and business development skills. Successfully employs leadership and operations skills to help a company and its employees grow.

PROFESSIONAL SKILLS AND STRENGTHS

Operations Management
Project Management
Business Development

Budget Planning & Review
Change Management
International Trade Experience

Leadership & Team Building
Resource Management
Sales/Marketing Management

ACCOMPLISHMENTS

- **Increased sales 20% for an electrical distributorship by establishing a successful marketing department.**
- **Created a partnership program which enhanced my company's business model from storage only to complete distribution for companies like Walmart and Kohl's Department Store.**
- **Coordinated the \$3Million purchase of commercial real estate – award winning.**
- **Raised annual sales by 30-35% as New Business Development Manager**
- **Started a successful marketing consulting company.**
- **Developed themes and constructed stories that appeared in national and international business publications.**

PROFESSIONAL EXPERIENCE

WESA Inc. - Milwaukee, WI

2014-2017

Company: Global consortium/provider of power and water technology

President

Founding member of WESA, Inc. Responsible for member communications and leadership of consortium members. Oversee creation and implementation of all legal and trade documentation. Responsible for all financial transactions/contracts with international intermediaries, contractors and consortium members.

- Assembled companies from three different countries and 10 different disciplines into Corporation
- Increased project opportunities by 30%
- Reduced costs by 25% through the use of social media and reduction in marketing expenditures

WEB International, LLC – Milwaukee, WI

2001- 2017

Company: Private capital funding group

President

Co-founder responsible for the establishment of policy and overall company direction. Locate, negotiate, coordinate and direct funding programs ranging in size from \$250,000 to over \$3 Billion, This includes: contract negotiations, project management, marketing/PR, oversee the implement of all legal and trade documentation, and coordination of key player activities (both company and client): business development, international liaison, legal, executive, ownership, government and NGO.

- Secured the funding for projects totally over \$2B
- Increased funding opportunities by 25% for businesses of all sizes through the use of alternative funding sources
- Increased the reach of WEB internationally by increasing the international sales force and developing relationships

BRIDGE LOGISTICS INC. - Milwaukee, WI

2011-2014

Company: \$1M provider of 3PL/logistics services

General Manager / Chief Marketing Officer

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Established standard operating and work-flow procedures to guide company's customer service and internal operations. Coordinated and maintained supplier and contractor relationships. Reduce monthly operating costs by 28% to improve cash flow and aid in resource management. Managed and executed all sales and marketing activity for the company. Maintained all client contacts and actively searched for new ventures. Managed all operations functions, supervised all employees and wrote sustainability policy for company. Wrote company sustainability policy.

GREEN KOALA MARKETING - Pewaukee, WI

2009-2011

Company: Marketing consulting firm

President

Successful entrepreneur – started own marketing consulting company. The consulting company was to assist small and medium sized business with their marketing challenges and lower marketing costs.

Professional experience cont.

Provided service contracts, strategic planning and marketing consulting to clients who were able to forgo lengthy vendor research. Advised clients on best marketing practices and creative support.

ADDITIONAL EMPLOYMENT

1997-2008

CT Access - Elm Grove, WI

Account Manager/New Business Development

IV Media (aka Video Wisconsin) - Brookfield, WI

Account Executive/New Business Development

Marketing Images Inc. - Waukesha, WI

New Business Development Manager

Standard Electric Supply Company – Milwaukee, WI

Vice President of Marketing

Responsibilities:

- **Increased sales by 30-35%**
- **Performed account management and new business development roles**
- **Started marketing department – organized, implemented and performed essential marketing programs**
- **Developed supplier interface and training programs**
- **Performed staffing, budgeting and facilities management roles**
- **Project management – planning, budgeting, documentation and oversaw all aspects of projects**

EDUCATION

Master of Business Administration DeVry University, Keller G.S.M. (Milwaukee, WI) 75% completed.

Bachelor of Science, Carroll University (Waukesha, WI), Business Administration.

Social Media for Business, Waukesha County Technical College, Current Student

ExamFX, Wisconsin Health & Life Insurance Training, completed & licensed

PROFESSIONAL AFFILIATIONS

Waukesha County Business Alliance

Serving as Alliance Ambassador. Past chairmanships include the Marketing Committee and the Sales Club Committee. Earned Outstanding Leadership Award for work done for the Sales Club and Events. Founding member of the CEO OPEN Forum.

Milwaukee Biz Times, The Bubbler Section - featured Executive of the Week

PONG–Pewaukee Opportunities Networking Group – Leadership Team